

## **Historic, Archive Document**

Do not assume content reflects current  
scientific knowledge, policies, or practices.







*Tips and Hints  
For Beginners  
with Peonies*

*Peony catalog*

**HENRY S. COOPER**

*Peony Fan*

**KENOSHA, WISCONSIN**





*"Business is Business"  
But Life is Life;  
Though we're all  
In the game to win it,  
Let's rest sometimes  
From the heat and strife  
And try to be friends  
A minute.*

MAY 12 1921



# RELAXATION



IN ANCIENT TIMES peonies were prescribed by physicians as medicine for the cure of diseases. But it really seems to be a fact that peonies do prolong life. I wish I had time and space here to tell you about the hybridizers and introducers of beautiful new peonies and how they individually, one and another, lived to a ripe, happy old age. Either peonies or working with peonies does fend off old age. Maybe it helps us to realize what the Bible says:

"When goods increase they are increased that eat them, and what advantage is there to the owners thereof save the beholding of them with their eyes?" and also the truth of this old saying, "A little nonsense now and then is relished by the best of men."

I have always thought that a man who works hard at his business should have some kind of a fad, and the harder he works at his fad the better he can work at his business.

"All the world's leaders, all the men and women who have accomplished the most, have had the faculty of making hours of work and hours of rest count to the full.

"In order to gain vital moments of relaxation Foch discussed theories of science while battles raged. A famous surgeon frequently reads a passage from Mark Twain with his waiting room filled with patients. One of America's greatest scientific workers stops his work from time to time to play a tune on an organ. Roosevelt used to pause to read jingles." It is remarkable how many things and what simple things will help us to gain this relaxation.

A certain man, an authority on peonies, started life as a musician. He is now a leading florist. What an ideal life. Think of it. A life devoted to music and flowers.







AN INFORMAL BORDER

## Education



WELL, let's talk about peonies. If you are a beginner, I will tell you some things I have learned. It cost me money. **You** may have it for nothing. If you are not a beginner, you have already paid for it, so here it is.

You know you sometimes get a seed catalogue and you study it over, and you buy some seeds and plant them, fully determined to raise just as nice corn or just as big potatoes or just as handsome tomatoes as those pictured in the book. But somehow you don't produce them. The trouble is you don't know how as well as the experts who raise the catalogue kind. The beauty with peonies is that you can't go wrong, unless you studiously try to do so.

Sometimes I think catalogues should have more space telling you how to do it. That's one reason why I am going to tell you some things not to do,

and tell you why some other things are done. I think a little telling goes a long way, when you are just beginning and it makes it more interesting, too.

I have just now been reading an advertisement in the *Woman's World* by a poultry breeder, who offers the "**Sixty-four most profitable**" breeds. **Sixty-four!!** The more one thinks of it the more ridiculous it seems. Like offering some 500 best varieties of peonies.

Well, the first lesson to learn is that there are hundreds of varieties of peonies. Possibly two thousand named varieties, but there are only a few **best** ones. If you know how to select, you may have the best as easily and as cheaply as the poor ones. This is lesson number one, and maybe you would learn it better if you paid as much for it as I did.

## Classification

For my own convenience I divide peonies into three classes. In the first class are the ones grown by professional commercial growers for the cut flower market. These are the varieties which are profitable to grow for the cut flower trade, because they are abundant bloomers, strong growers, reliable every year, not too expensive to own, lasting as cut blooms, ready sellers on account of their beauty of bloom; and some for trade reasons, such

as being adapted to cold storage, etc. Now you will see that nearly every one of these reasons is a good reason why the beginner should select these varieties, and the happy part of it is that they comprise the very best and most reliable that have been introduced for a hundred years. The poor ones have been weeded out and discarded and the beautiful ones adopted. Then they have been so largely propagated that they are abundant and so





A FORMAL BORDER

are very reasonable in price. One can afford to have about a dozen kinds to start with and a dozen will comprise the best of this class if well selected.

As to the second class it includes what might be termed "the best at any price." They are too expensive for the beginner to buy at first. They cost from \$25.00 and \$50.00 per root up, also down. The reason for the high price, of course is because the supply does not meet the demand. The reason the demand exceeds the supply is either because the peony is a seedling of recent introduction or because the variety is so slow of reproduction or

propagation it remains scarce even though introduced years ago. Now all of these high priced varieties are being tested out both by amateurs and by professional growers and gradually are relegated to their proper place in the first class or in the discard or third class.

The third class or discard is made up of hundreds of peonies which have never been worth having or which have been at one time desirable, but have been out-classed by new seedlings which were more beautiful or more reliable in habit of growth or had other superior qualities.

## Meditation

If you will think a moment you will realize that there cannot be over a thousand varieties of peonies unless many, many are so near alike that only an expert can distinguish them. So you at once conclude that there is no use in buying all of these varieties, nor nearly all of them.

I started out to get the twelve best cut flower varieties and twelve of the best at any price. Well I think I have the best reliable or cut flower varieties, but I must confess that my twelve best at any price has grown to around a hundred and I am still buying better ones when they are brought out.

## Moderation

But I think one should try to keep it down to a dozen of this class or as near as he can. Until indeed, he grows into the faddist class and becomes a "fan" when he surely will not be content with a few of any selection. To the flower lover who

has his or her flower garden in a city lot twelve of the old reliable and twelve of the most beautiful new ones, making twenty-four varieties of peonies, and especially if he have at least four or five of each, will make a wonderful display.



## Admonition

If you are comparatively new at growing of peonies, I would suggest that you would do best not by selecting from a catalogue yourself, but rather take the advice and suggestions (such as will be found further on), of a grower whom you can trust. There is a reason for this suggestion. It is this. A description may be true and it may describe one of the loveliest of all the peonies, but seldom tells all that an expert grower knows about any variety. There are for instance a few of the most lovely of all

the peonies (Auguste Villaume, Mignon, etc.), which one would be lucky to get to bloom at their best oftener than once in four or five years. Such an uncertain bloomer, though beautiful beyond words, would be a distinct disappointment to a beginner. That is one reason why the cut-flower growers discard all but the most reliable of the most beautiful.

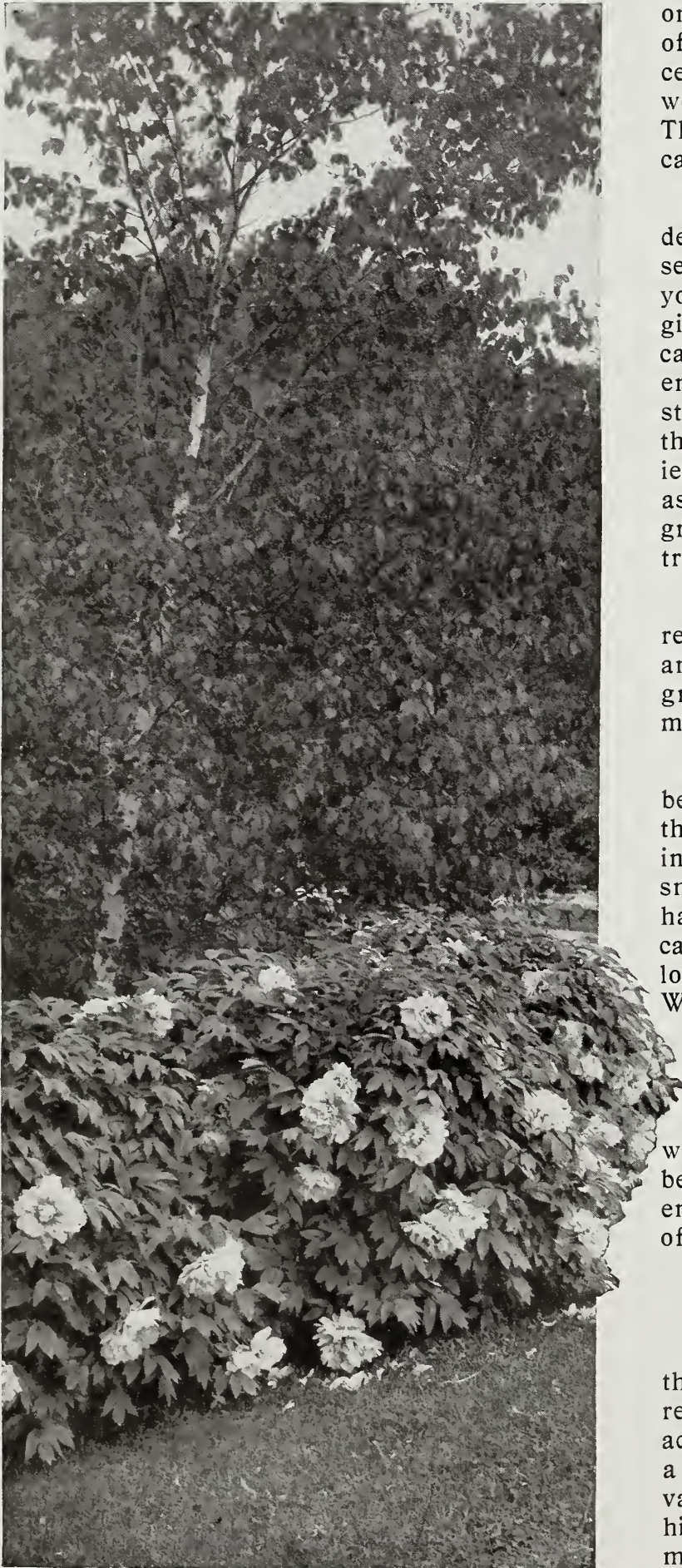
Select a grower, whom you think to be honest and dependable and follow his advice about the list you select for yourself. Of several other reasons why you should have advice about what to buy I might give you one more. Many of the peonies listed in catalogues are sold under different names by different growers and even by the same grower. For instance Edulis Superba has been sold under twenty-three other names. Then some who catalogue peonies for sale are mere dealers who list them for sale as they do seeds and other plants and who do not grow their own peonies or even know them to be true to name.

There is another reason why you should select a responsible grower. I would prefer not to tell. I am not proud of it. You had better pass this paragraph. But as I am giving pointers to beginners, I must give this one.

Most people dislike to tell when they get "stung", because they don't like to be "kidded" about it. And then they seem to think if they don't own up to being stung other people will think them to be too smart to be stung. Well, I've been stung. Mr. Farr has said that people who love flowers are honest and can be trusted. But some, who may love flowers, love money more. All of which leads up to this: When you send money in advance, be very careful to whom you send it. It cost me more than a hundred dollars to learn this. When you are requested to send cash in advance or to send references, if you do not know your man to be reliable, why would not some "reverse English" on the reference be advisable? Why not ask him to send **you** references, if you do not know him. There are plenty of reliable growers known.

## Simplification

Now all this may convey to you the impression that choosing peonies is a very complex matter, but really it is a very simple one when you are rightly advised. For the American Peony Society has taken a vote of all of its members as to the merits of the various varieties and, of course, the ones ranking highest according to the vote are the ones that are most desirable until superseded by new and better





ones. Of one thing you can be very sure. As the rose is the finest of all flowers for the South, so the better peonies are the most beautiful and most satisfactory flowers for the North. Even the rose, the queen of flowers, cannot compare with the peony in its own home. When one thinks of the care required to grow roses, to cure their diseases, to combat the insects; and then thinks that peonies have no insect enemies and almost no diseases, he sees the superiority and recognizes that the peony is the King of Flowers. Few even of flower lovers know how beautiful the modern peony is. The best of the very newest are not at all widely disseminated because the peony is so very slow of multiplication.

Not only do the fine varieties equal the delicacy of coloring and beauty of the finest roses, but many flower lovers do not know that the fragrant varieties of the peonies have the true rose odor. On account of the very much greater size of the peony, it excels the rose both in beauty of form and of coloring and really excels it in fragrance. Rose lovers should familiarize themselves with the beauty, fragrance and hardiness of the improved peonies.

## Cutting Peonies

Nearly all peonies fade in sunlight. So if left to open and stand in the sun, they lose much of their beauty when the delicate shades of flesh, lilac and lavender are lost. No matter how few plants you have you should cut the flowers off and let them open in the dark, or at least in the shade in your home. Until you do this, you will never know the exquisite beauty of the color shading of the higher class peonies. Peonies should be cut when the bud is about half open; when you can see what color the flower is going to be. Do not cut the stems so long that you take all of the leaves with the stalk—leave one or two bottom leaves, or, if you cut the stems long for a reason, you must not cut all the stalks. Some leaves must be left to insure you flowers for the next year. Cut peonies should be kept until needed for vases in a dark, cool, dry place, either in water or without water. Try both ways, and you may learn something interesting. When putting in vases for the living room, cut off the bottom so as to have a fresh cut; repeat every few days when you change the water.

## Limitations

I am so often asked the question, "Why don't my peonies bloom like yours?" Now that simple question is difficult to answer without knowing the whole history of your plants. Perhaps the condition most frequently to blame for absence of bloom for several consecutive seasons is, taking the plants up, dividing the roots and planting them back in the same soil. This should not be done. The old soil might be removed and new soil put in the same old place if desired. Cutting off all the flowers and stems might do it. When cutting, leave a leaf or two on every stem to help ripen the roots and new buds or eyes for next year. Planting peonies in spring instead of September often causes them to "sulk" for years. Even at that some dealers will sell peony roots for spring planting. Planting **too large** clumps of roots for "**immediate effect**" will do the same thing. I believe you will get quicker, better and more lasting effect from planting divisions or one-year plants. Other things that may check blooming are too deep planting, planting too







shallow, neglect of cultivation, lack of drainage, making soil too wet. Late frosts may blast the buds for one season. Peonies love rain and sun-

shine, so don't plant too near around foundations. Some varieties do best in the East, some in the West, some in the North and very few in the South.

## Propagation

Old varieties are multiplied by root division only, but all new varieties start from seeds and it takes about seven years from the seed to the proven variety and even then it takes years of further proving out by critical growers. Any peony, and especially is it true of seedlings, is liable not to bloom true to type for the first one or two years from planting. With a seedling the blossom may one year be a beautiful flower and the next year the blossom may be very inferior and the handsome blossoms may never come again. So it takes some seven years for a seedling to become reliable as to type.

Now we will suppose we have a seedling (perhaps one in a thousand seedlings) which we judge good enough to multiply. We can figure if it happens to be a prolific grower that we can double by root division, the number of plants each year.

So we start after seven years with one plant. The eighth year we have two plants, the ninth year four, etc., and after thirteen years we will have about fifty plants. So desirable new varieties are scarce and valued for a good reason.

And right here we are impelled to note how sad it is that so many flower lovers do not know the wonderfully wide difference between the cheap and commonly known varieties of peonies, which belong in our third class or discard, and the nobly beautiful peonies which may be put in the first and second classes.

Words fail to describe the enthusiasm and pleasure to be derived from the possession of, and association with, such rarely beautiful flowers as the peonies ranking among the twelve best.



## Cultivation

Peonies are so easy of culture that they are the most satisfactory of all flowers to grow in the North.

For garden planting the root divisions should be planted so the crown or eyes will be between two and three inches below the ground. If planted too deep they may not blossom. If not deep enough the frost is apt to "heave" them out. While peonies will grow in almost any soil and have nice flowers it is certain they will fully respond to care. First use good rich garden soil if possible. Don't over-do manuring. Don't use any but **well-rotted** manure in any case. Don't plant in a lawn and then leave the sod to grow around and choke them. Give them good cultivation as indeed you should do with any flowers. If it is very dry weather before blooming time give them plenty of water. Give them a fighting chance. If you will give them these things, Fertilization, Cultivation, and Irrigation, they will love you for it. Success with peonies is so easy that failure is almost inexcusable.

In field culture they are more easy to raise than potatoes. Once planted you do not plant every spring, you do not dig them up every fall. You cultivate them with a horse a few times before they bloom and you are about through. They give you a big crop of blossoms in the spring and a big crop of roots in the fall. New plantings should be mulched over the first winter with straw, which if short can be cultivated into the ground in the spring, saving work of removal. The beginner, who gives his peonies a good chance will be not only delighted, but surprised that he can raise such grand flowers with so little knowledge or care. No other flower will give so much in return for so little. No other flower will give so much in return for good care.

## Classification

Below is given the classification as taken from the Peony Society's Bulletin No. 7. It is easy to understand. The scale of grading is explained. It is easy to see why many varieties are now being dropped as worthless. In my own lists the Peony Society's grading figures are given preceding the name of each variety.

Statements following are quoted from the Bulletin. "The voting was upon a scale of ten, in which a grade of ten represented the highest excellence, nine high quality, though not the highest, seven to eight fairly good quality, and anything below five a kind not worth cultivating.

"Thus Achille, the first variety on the list was graded **nine** in one list; **eight** in two lists; **seven** in one; **six** in four; **five** in three and **four** in one. Twelve votes were cast in all from which we get an average judgment on the merits of the

variety, placing it at 6.3 on a scale of ten.

"Applying here the principle of requiring a basis of at least twenty votes to make it authoritative, we should attain the following results:

- 9.7 Le Cygne, Solange, Therese.
- 9.3 Festiva Maxima, Lady A. Duff, La France.
- 9.2 M. Jules Elie, Sara Bernhardt.
- 9.1 Baroness Schroeder, Mme. Emile Lemoine.
- 9.0 Marie Crousse, Milton Hill.

"Certainly a conservative list, but a grand dozen. Each of us will regret in it the absence of some of his favorites. Accepting eighteen votes as a basis we get Mme. Jules Dessert and Tourangelle at 9.4 and Walter Faxon at 9.2.

"A striking fact regarding the entire group of peonies that rank high in this Symposium is the disappearance of the old sorts. The group of twelve that rank above nine, with the one exception of Festiva Maxima, date since 1885, and about half of them, including the top three, are since 1900. The older sorts, which made up the bulk of peony catalogues twenty-five years ago, the varieties of Guerin and Verdier particularly, where are they? Could we not just as well eliminate the bulk of them for good and all? Why might we not make a good beginning by throwing them out of commerce by general agreement? Is not this Society at any rate ready to begin here with a list of varieties recommended for the rubbish heap?





## Experimentation

My peony grounds I divide into two parts, my experimental plats and my commercial varieties. Now I have determined not to have more than one hundred commercial varieties, because one can select the **very most worth-while** varieties and not go over one hundred. Of the commercial varieties I have two classes, the best cut-flower or the old reliable varieties and the best-at-any-price class.

In my experimental or trial plats, I have varieties that I have not tested sufficiently long to decide to put them into my commercial classes, but each time I do determine that a certain variety should be moved from my trial to my commercial class, you see that I will then have one hundred and one commercial varieties. Now I have definitely decided that one hundred is enough to comprise the most desirable and that I will not offer for sale any that are not good enough to be classed with the one hundred best. So what will I do with the one hundred and first one that I must discard? I simply dig them up and throw them away or give them away. I will not sell them. Sometimes I have one hundred plants or I may have one thousand plants of the variety that I am to discard. But away they must go. And remember that the discarded was not one of the poorest out of say one thousand varieties. You see I must give them away to some one or throw them away. So this is what I do. If you buy five dollars worth of my commercial ones, I give you free one dollar's worth of the crowded out variety, so long as they last, the early orders get the first chance. If you order twenty dollars worth you get four dollars worth free, or forty dollars worth with a two hundred dollar order as long as the supply lasts.

## Organization

You should become a member of the American Peony Society. It will pay you, because of the information you will get from it and more than all you will get so much added pleasure from your knowledge of peonies in general and your more intimate fellowship and sympathy with your own plants and garden. You can't afford not to join. (Write to A. P. Saunders, Secretary, Clinton, New York.)

Before the formation of the Peony Society, it was the ambition of many enthusiasts, and also of growers, to see how many different varieties they could get together. But the work of the Peony So-





ciety soon showed that it is not numbers of kinds that count, but the superiority of the kinds you do have.

Mrs. Harding says: "An uncritical buying of half a thousand varieties does not in my opinion constitute a fine collection. It is better to have a small number which have been carefully selected, and which reach the highest standards."

Prof. Leon D. Batchelor has said: "It is probably a conservative statement to say that the Peony interests of the country would be better off, if about seventy-five per cent of the varieties were destroyed and future propagation made from the remaining twenty-five per cent of superior varieties."

### Elimination

The work of the Society in spreading information about quality in peonies caused a sudden slackening in the demand for the inferior kinds and just as sudden a demand for the superior varieties. Some growers were caught with thousands of the inferior ones on hand, which they did not wish to dig up and throw away. They cannot sell them to members of the Peony Society, so their only chance to unload them is to sell to those who have not informed themselves by joining the Society. It pays to join.

Some growers are already beginning to "get from under." I have heard of one grower who is unloading his inferior varieties and who sold 50,000 on one order. This means a lot of cheap junk on the market, which will be unloaded onto the unwary through department stores, seed houses and many avenues for bargain sales.

There is only one way to keep from being stung, and that is to insist on knowing the Peony Society's rating on every variety you buy. Buying direct from reliable growers on a guarantee of name and Society's rating is the best protection.

### Exaggeration

When you read in some catalogues the description of all the different varieties you often pause and wonder how every variety can excel all the others. As you read the description of one you decide you must have that particular one and then you decide the same about the next, and the next, until you must have every single one in the catalogue. You often wonder if the peony can really be as beautiful as the language that describes it. Here is a description that has been printed of a







really beautiful peony, Mons. Jules Elie:

"What shall we say of it? Enormous size, richest coloring, sure free bloomer, deliciously perfumed, the form so opulent of charm, so perfect in chiseling as to be beyond compare. The over topping convex petalage, a marvel of curves and sinuosities like fairy convolutions. The sunburst of color, eloquent of sublimist passion, radiating from a cove of glossy pink as from some mystic fountain concealed under fluffy laciness, silvery pink here, pearl pink there and baby pink everywhere. The colors blending and intermingling to a sheen of satiny pink, lit by a sunset glow, a tiny flame from the lambent furnace of some angel's heart; the form combined with the color in a harmonious whole, difficult to describe; the petals winding in and out and curved jauntily as if consciously recurving from the mass of marvelous bloom and foliage around it; shimmering silvery tones brightening up to a climax of richest pink in a natural and indeed inevitable inflorescence. If you love beauty, this flower shoots through you an unwonted thrill; you turn again and again that you might verify and prolong the pulsing wave of poetry by excluding the surroundings from your vision. The colors gleam with lights as if it were burnished clouds touched by morning. It is indeed a wonder of fragrant loveliness. Great is the King." Some wording, is it not? But peonies are too fine to need such extravagant talk.

You may notice where only a small and select assortment of varieties is offered that the American Peony Society's ratings are appended so you may see how each variety is appraised, by the Society. Where a large list of varieties is offered, it sometimes happens that beautiful words will sell more of some kinds than the Peony Society's classification would, if shown.

It seems to me that every buyer is fairly entitled to know how each peony is officially classed and then, knowing that, if he wants one having a low rating at a correspondingly low price, he at least is buying on its honestly stated merits.

However, selecting peonies because they are cheap is very much like buying seeds because they are cheap. You might happen to be pleased, but the chances are all against your getting any satisfaction from your purchase. But then if you are careful, you can select peonies with very high rating that are priced very reasonable. Look in the list of commercial cut-flower varieties on page 13.





## Commercial Growing

They say "the world is going mad about peonies," and no wonder. The beauty of the flowers alone would do it. But there is the mercenary side. There are two branches of the peony business. One is to raise peonies for the sale of cut-flowers and the other is to grow them for sale of roots. These two branches of the business are very distinct and the peonies are handled very differently. If you were growing them for roots you would divide them every two or three years. My own practice is to dig them up and divide them every third year because one gets nearly as many divisions and by leaving the plants to grow three years they are more rugged and strong and healthy. Digging up and dividing every year or two sets the plants back and the shock of continual division and disturbance weakens their vigor.

When the planting is made for the sale of cut-flowers on the wholesale market the selection of varieties would be different. The arrangement of the plants in acreage planting is also different. We will suppose you were planting a ten acre field for cut-flowers. One way would be to plant thirty or thirty-six inches apart each way so as to allow horse cultivation both ways. In this case the plants would be left undisturbed for years to bear flowers to cut. Planting thirty-six inches apart each way an acre would hold about 4,900 plants.

When starting on a smaller scale a good way is to plant rows thirty-six inches apart and eighteen inches apart in the row. This contemplates horse cultivation one way and hand hoeing the rows. In this case the plants would be left alone to grow for three years and the third year they would be too close, so every second plant should be taken up and divided, from which dividing enough divisions should result to plant some four acres more, putting them thirty-six inches apart each way. The original planting would then stand thirty-six inches apart each way also all could be cultivated with a horse both ways.

Now to illustrate the profits in cut-flower growing, we will suppose you have planted one acre eighteen inches by thirty-six inches. You would plant about 4,900 x 2 or 9,800 divisions on your acre. You should not cut the blossoms the first year at all and the second you would about pay expenses, but the third year you would begin to come into your own. This sea-







son (1920) the wholesale cut-flower market for peonies in Chicago was \$6.00 to \$8.00 per hundred. We will suppose you were unfortunate and got only \$4.00 and that it cost you \$1.00 for 100 to cut and ship and market them. They would net you 3 cents each. Your 9,800 three-year-old plants should average over ten blooms to the plant. Many prolific varieties would go fifteen or twenty to the plant. Figuring 10 each would be 98,000 at 3c each or \$2900, net. And then your four acres of divisions 36x36 would be 19,600 plants. We will say you started out with a good quality of plants costing an average of \$1.00 each. Your original investment would be \$9,800.00, and your third year income would be \$2,900.00 for flowers and 19,600 divisions should be worth 50c each or \$9,800 or \$12,700 income on an investment of \$9,800 from which income of \$12,700 should be deducted the cost of care for three years. In addition to the income from flowers annually, the roots should increase 50 per cent in value each year. The sixth year your 25,000 plants should have at least ten blooms each, 250,000 which, if sold, to net 3c each would be \$7,500.00. Some growers for the cut-flower market have plantings of 50 to 60 acres. A man can start on any scale he wishes whether large or small. When growing for roots, the selection of varieties is different. Some of the varieties in that case running \$10.00, \$50.00 and \$100.00 per root, but with a selection of good varieties should average two to four dollars. On account of divisions being made frequently, the yield should average some 50 per cent to 100 per cent per annum. This is a very nice increase on any sized investment.

Here's a thought for one who is beginning to plant for cut-flower sales. Plant the best new varieties, because the roots double in value all the time you are selling flowers, and then by having the novelties and nicest flowers on the market you get top prices. Of course, your investment is greater, but you are always three jumps ahead. Don't bring up the rear.

Of course there is more profit in raising the high priced roots. They are high priced, because they are scarce and in great demand. The demand means quick and easy sales. You can easily figure that roots worth \$25.00, \$50.00 or \$100.00, when they are in demand and when they double each year, show a better profit than roots at \$1.00 each when doubled. Besides you will be cultivating square rods instead of acres. Less work, more profit.





When making small ornamental plantings, one could take the advice given later on and make his own selections, but when going in for cut-flower market growing or for root growing, one should be very careful to be fully and reliably posted on varieties and culture.

### Segregation

The varieties I am offering, I might, for your better information, classify in five lots which will make their values and uses more plain to a beginner. For your more convenient information, I am placing the price after each name of variety, and just preceding the name is the American Peony Society's (A. D. 1921) rating for excellence. The rating is on the basis of 10 for highest quality. So that Festiva Maxima rated at 9.3 is 93 per cent perfection.

The first lot is made up of the old and tried cut-flower varieties. These are the ones which have been largely grown for many years, and which have been so fully proven and tested that their bad qualities, as well as their good ones, are fully known. Some of these, which are not very highly rated by the American Peony Society, are still valued for some quality that commends them for the cut-flower trade. For instance, Queen Victoria, though rated only 6.8 is one of the most widely planted by cut-flower growers on account of its great reliability and prolific bloom and its good keeping qualities. It is from this class that I would recommend the beginner to make his first planting, because they are so good, so reliable and so cheap—such as:

	Each	Doz.
8.1 Couronne D'Or .....	\$0.75	\$7.50
7.6 Delicatissima .....	.50	5.00
7.1 Delachei .....	.50	5.00
8.1 Duchesse De Nemours .	.75	7.50
7.6 Edulis Superba .....	.50	5.00
9.3 Festiva Maxima .....	.50	5.00
8.4 Felix Crousse .....	.75	7.50
7.2 Mons. Charles Leveque..	.75	7.50
8.1 Mme. Calot .....	.50	5.00
7.9 Mme. De Verneville .....	.75	7.50
9.2 Mons. Jules Elie .....	1.00	10.00
6.8 Queen Victoria .....	.35	3.50

The second lot comprises such newer varieties as are coming more and more to be planted for the cut-flower trade, and,







if they prove to be as reliable and as good shippers as they are beautiful, they will possibly crowd out some of the older ones that are listed in the first class. So each class is subject to change from time to time as new varieties are tested, proven out, adopted or discarded. They are:

	Each	Doz.
8.9 Avalanche .....	\$1.00	\$10.00
8.1 Asa Gray .....	2.00	20.00
9.0 Baroness Schroeder ...	1.50	15.00
8.8 Grandiflora (Rich) ....	1.00	10.00
8.8 Karl Rosenfield .....	3.00	30.00
8.3 La Rosiere .....	.75	7.50
8.5 Marie Lemoine .....	1.00	10.00
7.9 Mme. Duce! .....	.75	7.50
8.0 Pasteur .....	1.50	15.00
7.7 Philomele .....	.75	7.50
8.3 Venus .....	2.00	20.00

The third lot comprises a few Japanese varieties because everyone wants a few singles or near singles, such as the Japanese:

	Each
8.4 Albiflora, The Bride (single) ..	\$1.50
7.8 Albatross .....	1.50
7.6 Flashlight .....	2.00
7.0 Major Loder .....	1.00
8.6 Mikado .....	1.50

The fourth lot is the "Best-at-any-price" lot. Of course the Peony Society's ratings tell the story of quality. But individual tastes and fancies are so divergent that while all peony men would agree on the lot as a whole, none would agree in detail. While one man would want to cancel out one and substitute another variety, some one else would cancel an entirely different one, and the one he would substitute would be entirely different also. So it seems lucky we have the expression of the choice of the Society as a whole, and the beginner can safely be guided in choosing these which all members agree on as best. The list given below are the top notchers. You will note it includes some of lots one and two, also that only one is rated as high as 9.9, and two at 9.8.

	Each
8.5 Adolphe Rousseau .....	\$ 1.50
8.6 Albert Crousse .....	1.25
8.7 Avalanche .....	1.00
8.1 Asa Gray .....	2.00
8.8 Alsace-Lorraine .....	5.00
9.0 Baroness Schroeder .....	1.50
8.7 Bayadere .....	10.00



HENRY S. COOPER, PEONY FAN, KENOSHA, WISCONSIN

	Each
8.0 Boule De Neige .....	\$ .60
8.7 Claire Dubois .....	2.50
8.1 Duchesse De Nemours .....	.75
8.7 Elwood Pleas .....	10.00
8.8 Enchantresse .....	7.50
9.2 Elizabeth Barrett Browning ..	25.00
8.3 Eugenie Verdier .....	1.00
9.3 Festiva Maxima .....	.50
8.4 Felix Crousse .....	.75
9.1 Francis Willard .....	10.00
8.7 James Kelway .....	2.00
8.9 Jubilee .....	20.00
8.8 Karl Rosenfield .....	3.00
9.8 Kelway's Glorious .....	40.00
9.2 La Fee .....	12.00
9.1 La Lorraine .....	10.00
9.1 Lady Alexandra Duff .....	15.00
8.1 Livingstone .....	1.50
9.0 Longfellow .....	10.00
9.9 Le Cygne .....	20.00
8.4 Lora Dexheimer .....	5.00
9.0 La France .....	10.00
8.5 La Perle .....	1.50
8.8 Loveliness .....	15.00
8.5 Marie Lemoine .....	1.00
9.2 Mons. Jules Elie .....	1.00
9.1 Martha Bullock .....	25.00
8.7 Mignon .....	7.00
8.7 Mary Brand .....	7.50
8.9 Mme. Emile Lemoine .....	2.00
9.0 Milton Hill .....	4.00
7.3 Midnight .....	3.00
9.4 Mme. Jules Dessert .....	10.00
8.9 Marie Crousse .....	4.00
8.8 Mons. Martin Cahuzac .....	5.00
8.8 Phoebe Carey .....	10.00
9.2 Phillippe Revoire .....	20.00
8.2 Pierre Ducharte .....	2.00
8.6 Primevere .....	5.00
9.0 Raoul Dessert .....	25.00
8.8 Richardson's Grandiflora .....	1.00
8.8 Richard Carvel .....	5.00
9.0 Rosa Bonheur .....	7.50
8.7 Reine Hortense .....	2.50
9.0 Sarah Bernhardt .....	4.00
9.7 Solange .....	10.00
9.8 Therese .....	6.00
9.4 Tourangelle .....	7.50
9.3 Walter Faxon .....	10.00

The fifth lot are the discards and such as I have tried out and do not wish to put into either of the other classes. However, a few years ago, they would have been among the good ones. It is from this lot that I give away roots without charge as long as they last. Sometimes I have only one variety in this lot and sometimes more.











THE BROOK BY THE ROAD SIDE - DUNMOVIN PEONY GARDENS



DRIVE IN HERE TO DUNMOVIN PEONY GARDENS



## Colors and Blooming Season

As you see below, there are enough varieties, enough colors, enough seasons, and prices from the lowest to the highest among the admittedly best. Why extend the list to include inferior varieties?

Refer to descriptive price list page 25.

### White and Light Colors

Early	Mid-Season	Late
Albatross	Avalanche	Alsace-Lorraine
Albiflora, the Bride	Baroness Schroeder	Couronne D'Or
Duchess De Nemours	Bayadere	Enchantresse
Festiva Maxima	Boule De Neige	Elizabeth Barrett Browning
Flashlight	Francis Willard	Grandiflora (Rich)
Major Loder	James Kelway	Lady Alexandra Duff
Mons. Jules Elie	Jubilee	Marie Lemoine
Mme. Calot	Kelway's Glorious	Mons. Charles Leveque
Queen Victoria	La Rosiere	Solange
	La Lorraine	Tourangelle
	Le Cygne	
	Mignon	
	Mme. Emile Lemoine	
	Mme. De Verneville	
	Philomele	
	Reine Hortense	

### Pink and Medium Colors

Early	Mid-Season	Late
Eugenie Verdier	Asa Gray	Albert Crousse
Edulis Superba	Delicatissima	Claire Dubois
Le Fee	La Perle	Elwood Pleas
Martha Bullock	Loveliness	La France
	Madam Duce	Livingstone
	Mme. Jules Dessert	Milton Hill
	Marie Crousse	Pierre Ducharte
	Pasteur	Raoul Dessert
	Primevere	Sarah Bernhardt
	Rosa Bonheur	Walter Faxon
	Therese	
	Venus	

### Red and Dark Colors

Early	Mid-Season	Late
Adolphe Rousseau	Longfellow	Delachei
Lora Dexheimer	Mary Brand	Felix Crousse
Mikado	Mons. Martin Cahuzac	Karl Rosenfield
Midnight		
Phillippe Revoire		
Richard Carvel		



## Valuation

Now about prices and values. There is an old saying that "you generally get what you pay for" even when you intend to buy a whole lot for a little money. There are two ways of selling. One is to advertise largely and make your customers think your goods are better than others. This will doubtless suggest the old question that has never been settled, "Who pays for the advertising?"

Another way is the principle of the Five and Ten Cent Stores. They make enormous profits by making enormous sales at low prices and on small individual margins. This is my policy, but I cannot make large sales and hold my trade without giving good values.

Here is a motto I have had on my desk for many years: "The firm which insists that a sale is not complete until the goods are worn out and the customer still satisfied is building a business for itself, its children and its children's children."

The first principle of good salesmanship is to claim that your goods are superior to any one's else so convincingly that the customer will believe it. Then if your price is right, you have made a sale. And if you put it over good and strong, you can even charge a higher price for your own goods. But if I should claim that my roots are better than all others, I would feel that my customers would think that some one, somewhere, would have at least a few roots equal to mine.

## Explanation

So if I should claim that my peony roots are better than any one's else, it would sound silly, wouldn't it? So I don't. I offer roots that will average better than the average and when you really get that, you are doing well. You will average better than the average. I do not offer to sell one and two year old roots at the price of divisions. I have been around a good deal and I have occasion often to buy roots myself. One grower from whom I buy has good soil. The roots he sells are so large and strong, I wonder if he picks out the big ones to send me. Another offers one and two year old plants for price of divisions. When I saw his soil, where weeds will hardly grow, I did not wonder at his offer. Of course some offer one year plants from good soil too.

I once had occasion to set out for myself ten acres of Bartlett pear trees. An







orchardist will not plant two or three year old trees if he can get yearlings even at the same price, because trees one year from the graft will make him better trees and a quicker crop. So I claim on account of my own nineteen years experience in growing peonies that if you buy divisions, you will get more for your money and will get better results for yourself in stronger growth and healthier plants. I never buy two or more year old plants, myself, unless I expect to divide them. There is one exception—in the extreme South larger clumps of roots should be planted.

Beginners do not always understand what "Divisions" are—A large clump of roots is dug up and then divided with a knife. If skilfully done, there will be no roots without eyes and no eyes without roots. In many cases it is the practice to cut as small as possible and then plant out for one year, so more eyes will develop and then sell for one year old plants. Now I contend that cutting too small does not do the roots any good, and then digging up again after only one year does not do the plant any good. My belief and practice is that good, strong rooted divisions are preferable to so-called one year plants; that they will grow stronger and develop quicker. So I quote on divisions.

Peony growers do some things that seem queer until you know the reason. You know that fruit trees sometimes fail to bear fruit, and then if they are cut back severely in the right way it forces them to blossom and fruit. Well, when you order peony divisions and you get a nice long root with three or more eyes you think you have an extra fine one. Now if you plant it that way, it will make a good showing the first year and probably blossom too. But it will probably go on growing deep and longer, producing a few eyes each year; the eyes producing leaf stocks and flowers.

Should you, however, cut the root right off to six or seven inches long before planting, it would not make so good a showing the first year, but cutting off the root would force it to put out more new roots near the crown, which would give you a root system, which would soon produce lots of eyes and with them lots of leaf stocks and flowers. I always cut the roots off some and never plant them more than about seven inches long. I sacrifice the first year for greater and finer development later. If you know how, you can manipulate your plants in some ways and then again in some ways you can't.



All prices quoted here are for root divisions of three to five eyes—excepting the very scarce varieties which are always divided down as small as practicable. For two year old plants, double the price of divisions—three year old plants, three times the price of divisions. I advise planting divisions for best results.

Remember that a few eyes on a strong root is better than more eyes on a small root, because a small root cannot support more than one eye anyway, whereas, a strong root with three eyes will often develop two of them, sometimes three.

No order filled for less than \$2.00. Cash should accompany the order. Send Postal Money Order or Express Money Order. I recommend all shipments by express as they will reach you in better condition. However, I will ship Parcel Post or Freight, when requested. Add 10 per cent for postage. Orders for one dozen or more may be mixed varieties at dozen rates. (If from collections No. 6, No. 8 or No. 10.) Prices quoted here are for 1921 only. A new price list is issued each year.

## Guarantee

I cannot become responsible for what may happen to plants after they leave me, because I cannot know the soil, the planting, the cultivation they will receive. However, I do guarantee good strong divisions, healthy and true to name. I will guarantee you satisfaction. Whatever that means to you, within reason, it means the same to me. Here is my favorite motto: "The firm which insists that a sale is not complete until the goods are worn out and the customer still satisfied is building a business for itself, its children and its children's children."

## Is a Guarantee a Guarantee?

Once when I was younger than I am now, I bought a horse. The man who sold him to me, showed me his big muscles and what nice, clean legs he had and picked up his feet and showed me what nice hoofs he had. In fact, he guaranteed the horse to be true and sound as a gold dollar. I was so much impressed with the horse's legs and feet and the splendid guarantee that I bought him. Though I had a fine guarantee, the man had said nothing about lungs and I didn't ask. Well, when I started to work him, I found he was windbroken, and, if I remember rightly, he had a touch of the heaves. Well, I went right back to my man and told him he could have the horse







back and I wanted my money back. To make a long story short, he was real sorry, but he had used the money to pay some debts and had none left for me. When I talked to a lawyer, I found the poor man really did not have any money but had a lot of debts, which was all he could offer me to make good the guarantee. When I thought it all out, I concluded that what I should have bought was a horse and not a guarantee. Now, when I want a horse I go to a man whose word I know to be good when he says the horse is sound and true, and I do not ask for a guarantee.

I have often thought that one sometimes buys peonies when he is so taken with the guarantee that too little attention is given to the peonies. That is, one may be so impressed with the guarantee that he may think that any old peonies are good enough if only they go with such a fine guarantee. Really now, what does a guarantee guarantee? A grower cannot assure you that the roots will even ever reach you, for the express car might run off the track or burn up. He can't guarantee that they will grow, because some people have a genius for killing everything they plant. And, on the other hand, for instance, I used to know a man whom the neighbors said never failed to make anything grow that he planted. They even said he could take an old corncob and plant it, so it would grow. The only thing a seller can really guarantee you is that the roots will be true to name.

But why so much pow wow about their being true to name? Because a few years ago, you were just as apt to get them untrue as true. Why so? Because the seller himself did not know whether they were true or not. But it's not so bad these days, as it used to be.

What we want to know is whether a guarantee amounts to very much anyway. Can a grower give you a fine sounding guarantee and make good on it and still beat you? It may surprise you to know that he could. We will say that you send him \$25.00 for a very fine peony and he sends you a very similar one worth say \$2.00, with his guarantee that if it does not prove to be what you bought, he will send you four of the real ones to replace it. Now if he sent you a close imitation, it would take three years before you could be real certain that you failed to get what you paid for. In the meantime he is growing and increasing the real \$25.00 one that you paid for. If prolific, it will double each year. So in one year, he would have two worth \$50.00, and in two years he would have four worth \$100.00, and in three years, he would have eight worth \$200.00. He then receives from you a letter that the one he sent you is not what you bought. He very promptly, without even questioning your word,

sends you four genuine roots worth \$100.00. You think him very square and liberal. He has done what he promised, and you think you have a good bargain. Still he makes \$100.00 on the deal besides making good his guarantee. But here's another joker.

The chances are all in his favor that you will never know whether what he sent you was true to name or not. How can you know? There are a few men, who can tell whether any peony is one variety or another, but they are few indeed. You may see experts discussing whether a peony is this variety or that. That is why I say that it seems foolish to have so many varieties when they are so near alike as to puzzle experts. And when it is so, what chances have you to ever know whether or not your purchase is true to name? But you have a guarantee. Yes, and the guarantee makes you feel comfortable because it is so strong. But really the guarantee is not worth a cent. It is the word backed by the character of the seller that you must depend upon. So why have a guarantee at all? Some of the leaders in peonies give no guarantee at all of any kind. They don't have to. Why? Their business standing makes it unnecessary.

Now let us say that a man buys a painting for \$25,000. He hangs it up and is very proud of it. Then he finds out it is spurious. It is a copy. He



is now ashamed of it. He takes it from his gallery to the attic. Today, proud of it. Tomorrow, ashamed of it. They say, "what you don't know don't hurt you." If you have a good guarantee with a peony not true to name and don't know it, you may be just as happy. Now you want peonies true to name. Which will you choose, a strong guarantee or a reliable seller? The reliable seller needs no guarantee. He is his own guarantee. Mrs. Cooper says she thinks a beginner should pick out a reliable grower and then pay no attention to even the loudest guarantee.

If there were not so many varieties being offered for sale, a guarantee would be a joke because anyone could tell the difference between them if they were really different. That's why I say there are too many varieties. They should be cut down to, say a hundred varieties, so each one would be distinct and different from others. Enough so, at least, that there would be some excuse for each one's existence. But, here we are starting on a long story. Maybe next year, I may have time to tell you that story. When you have got to be a peony fan, you will want to know it.



Introduction

To introduce myself to you, I will make a special introductory offer—a man's goods are his best introduction. So that you may know me, the quality of my stock, and my methods of doing business, I will make you a special price. You may select six at the dozen price from any selection you care to make. This offer is good for 1921 only.

I recommend the following collections as the best, most satisfactory and cheapest for the money that could be selected for a beginner:

Collection No. 6—First choice for economy.	
Delicatissima .....	\$0.50
Festiva Maxima .....	.50
Felix Crousse .....	.75
Mons. Chas. Leveque .....	.75
Queen Victoria .....	.35
Couronne D'Or .....	.75
	3.60

Collection No. 8—Second choice for economy.	
Duchesse De Nemours .....	\$0.75
Mme. Calot .....	.50
Mons. Jules Elie .....	1.00
Delachei .....	.50
Grandiflora .....	1.00
Philomele .....	.75
	4.50

Collection No. 10—Third choice for economy.

Karl Rosenfield .....	\$3.00
Baroness Schroeder .....	1.50
Mme. De Verneville .....	.75
Venus .....	2.00
Mme. Ducel .....	.75
Marie Lemoine .....	1.00
	9.00

Combining two or more of above collections, you may have the dozen price. See pages 13 and 14 for dozen prices.

Combining lots 6 and 8, the price of the 12 varieties in one order would be \$6.75.

Combining lots 6 and 10, the price of the 12 varieties in one order would be \$10.50.

Combining lots 8 and 10, the price of the 12 varieties in one order would be \$11.25.

The higher priced varieties are for connoisseurs, who usually already have the cut-flower varieties and quickly become interested in the best at any price. High price does not indicate quality. Price indicates scarcity only. The Society's rating establishes the quality and desirability.





The six best peonies, regardless of price, color or season are:

9.9 Le Cygne .....	\$20.00
9.8 Therese .....	6.00
9.8 Kelway's Glorious .....	40.00
9.7 Solange .....	10.00
9.4 Tourangelle .....	7.50
9.4 Mme. Jules Dessert .....	10.00
<hr/>	
93.50	

The next six are:

9.3 Walter Faxon .....	\$10.00
9.2 Phillippe Revoire .....	20.00
9.2 M. Jules Elie .....	1.00
9.3 Festiva Maxima .....	.50
9.2 La Fee .....	12.00
9.2 Elizabeth Barrett Browning....	25.00
<hr/>	
68.50	

Moderate priced collections, by seasons of bloom for beginners:

Collection No. 12.

Early.

Festiva Maxima. White .....	\$0.50
Queen Victoria. White .....	.35
Delicatissima. Pink .....	.50
Edulis Superba. Pink .....	.50
Philomele. Yellowish .....	.75
<hr/>	
2.60	

Collection No. 14.

Midseason.

Baroness Schroeder. White .....	\$1.50
Mme. De Verneville. White .....	.75
Mme. Ducl. Pink .....	.75
Venus. Pink .....	2.00
Delachei. Red .....	.50
<hr/>	
5.50	

Collection No. 16.

Late.

Couronne D'Or. Yellowish .....	\$0.75
Marie Lemoine. White .....	1.00
Pasteur .....	1.50
Marie Crousse. Pink .....	4.00
Karl Rosenfield. Red .....	3.00
<hr/>	
10.25	
Total—\$18.35	

Combining lots Nos. 12, 14 and 16 the price of the fifteen varieties in one order would be \$15.30.

# Invitation

You are cordially invited to come to Kenosha and see my peonies when in bloom. Here they start blooming from June 12th to 15th, and then on into July. The early blooming is generally the most appreciated. This year (1920) I had hundreds of thousands of various colors.



And hundreds of thousands of all high class peonies are worth coming many miles to see. **And they come.** One day this year there were over nine hundred automobiles here and they came from Chicago, Milwaukee and points between and beyond. Saturdays and Sundays are the days that are most crowded, so I suggest that you come on other days of the week, if possible. When the peonies are in bloom is the time of all times to select and order roots, which will be dug and shipped beginning September first until the ground freezes up. Bear in mind that here is the largest planting in the West, confined exclusively to high grade varieties. Imagine if you can, hundreds of thousands, and all high class peonies. Put yourself to a lot of trouble to come. You will be pleased. It will repay you.

Descriptions

- Each
- 8.5 Adolphe Rousseau (Dessert 1890). Very dark red—one of the few early Reds—Very brilliant. Tall erect growth. Fine for landscape effect....\$ 1.50

Albatross (Wallace). Japanese. Fine. White with pink tint petals and gold center... 1.50

8.6 Albert Crousse (Crousse 1893). Large, flat, fragrant, rose white with crimson markings. Very symmetrical and perfect shape. Unusual size..... 1.25

8.8 Alsace-Lorraine (Lemoine 1906). Very large, cream-white to yellowish. Very good. Petals like a water lily. Distinct. Beautiful ..... 5.00

8.4 Albiflora, the bride. "The finest single white." Very tall, very early, free bloomer. Four or more flowers on a stem. Beautiful golden center..... 1.50

8.1 Asa Gray (Crousse 1886). Large. Lilac with darker lilac spots. Distinct and different. Very fragrant. Delicately fine ..... 2.00

8.7 Avalanche (Crousse 1886). This is a very beautiful late, pure white variety. Some carmine edges. It is a waxy white and fragrant. A grand variety ..... 1.00

9.0 Baroness Schroeder. Very large. White with shadings of flesh. Prolific bloomer. Very fragrant. Extra good value ..... 1.50







	Each
8.7 Bayadere (Lemoine 1910). Very distinct. Water lily effect, yellow center. Petals loose and separate. Pure creamy white. Makes a gorgeous show .....	\$10.00
8.0 Boule De Neige (Calot 1862). White with dashes of crimson in center. Large and extra good. Name means "Ball of Snow" .....	.60
8.1 Couronne D'Or (Calot 1872). White with ring of yellow and crimson splashes. A very valuable variety for dependability and size. A true "Crown of Gold" .....	.75
8.7 Claire Dubois (Crousse 1886). Extra good because a clear deep rose. Late and a strong grower. "A Gem of the First Water" .....	2.50
7.6 Delicatissima. Lilac-rose color. Long used in the cut-flower trade. Very dependable and strong. Makes a fine showing .....	.50
7.1 Delachei (Delache 1856). Rosy magenta. Extra good quality and good bloomer. One of the good reds .....	.50
8.1 Duchesse De Nemours (Calot 1856.) One of the good whites, shading towards yellow. Strong cut-flower variety.....	.75
7.6 Edulis Superba (Lemoine 1824). One of the large, strong, best, early pinks. Very fragrant...	.50
8.7 Elwood Pleas (Pleas). Very large. Color, rose with violet shading. Fragrant. Mrs. Pleas thinks this is her best.....	10.00
8.8 Enchantresse (Lemoine 1903). Tall plant. Large flower. Nearly white with crimson markings. One of the best, very late peonies.....	7.50
9.2 Elizabeth Barrett Browning (Brand). Soft shell pink. Crimson splashing. Very fragrant. One of the very best .....	25.00
8.3 Eugenie Verdier (Calot 1864). Pale hydrangea pink, deepening toward center. Crimson flecks. Free bloomer. Loose petalage. Fragrant. Very beautiful. Unusual value. Sixty years old.....	1.00
8.4 Felix Crousse (Crousse 1881). A leading commercial red. Bright red. Late. Every beginner should have this. Fine form. Fragrant.....	.75
9.3 Festiva Maxima (Mieliez 1851). Very large. Pure white with crimson marks. Loose petalage. For seventy years a leader of them all. Should be in every garden. Very early....	.50



	Each
7.6 Flashlight (Hollis 1906). One of the best Japanese. Nearly white, shaded rose. Very beautiful, with its yellow center. Strong growth. Early..	\$ 2.00
9.1 Francis Willard (Brand 1907). White with faint pink tinge with crimson markings. Large, strong grower. Unusually good	10.00
8.8 Grandiflora (Richardson 1883). This is a very late one and if it were very early instead of late, it would lead all the cut-flower varieties. Bright sea-shell pink. The best seems to come last. A wonder.....	1.00
8.7 James Kelway (Kelway 1900). Very large. Rose white, tinged yellow at base. Strong grower. Blooms in clusters. Unusually fragrant .....	2.00
8.9 Jubilee (Pleas). Very large, flat rose type. Color nearly white, shading rose. Very scarce and in great demand. Distinctive and strong.....	20.00
8.8 Karl Rosenfield (Rosenfield 1908). One of the best dark reds. Very strong, large and striking. Late. Coming to the front for cut-flowers....	3.00
9.8 Kelway's Glorious (Kelway 1909). Kelway himself says: "It is one of the most wonderful new peonies that has been out for many years." White, with a rosy streak. It is really Glorious. Scarce.....	40.00
8.3 La Rosiere (Crousse 1888). Not fully double. Large flowers in clusters. Pure white, with golden center. Every stalk a bouquet. Distinctive and unusual and fine.....	.75
9.2 La Fee (Lemoine 1906). Very large crown type. Beautiful flowers. Well named "The Fairy". Rose color. Early..	12.00
9.1 La Lorraine (Lemoine 1901). White shading to cream and shell pink. Very large and one of the very best keepers when cut .....	10.00
9.1 Lady Alexandra Duff (Kelway 1902). "This is the one peony most talked of in the peony world." Color, soft white. Occasional touches of carmine. Very prolific. Very scarce. Very striking. Very beautiful .....	15.00
9.0 La France (Lemoine 1901). Very soft pink. It is one of the late pinks that cannot be excelled. Some say it is the finest peony ever brought out up to 1901. Strong grower and bloomer .....	10.00







- 8.5 La Perle (Crousse 1885). Very large rose type. Lilac white. Shading, shell pink in center, and carmine spots. Flowers in clusters. Satisfactory because strong and free blooming. One of the good ones.....\$ 1.50
- 9.9 Le Cygne (Lemoine 1907). Named "The Swan". People say it is easily the grandest white flower ever seen. It is the one with the highest rating by the American Peony Society. Words cannot say more. Very rare..... 20.00
- 8.1 Livingstone (Crousse 1879). Very large and compact. Silver tipped, lilac rose. Crimson markings. No odor. Very strong grower. Fine for cut-flowers 1.50
- 9.0 Longfellow (Brand 1907). Bright, brilliant crimson. One of the finest reds. Tall. Strong and striking..... 10.00
- 8.4 Lora Dexheimer (Brand 1913). Immense. Intense crimson. One of the few good early reds. Of exceptional merit..... 5.00
- 8.8 Loveliness (Hollis 1907): Large, compact, hydrangea pink, changing to lilac-white. Fragrant. One of Hollis' most beautiful varieties. A great peony... 15.00
- 8.5 Marie Lemoine (Calot 1869). Color, ivory-white. Sometimes petals have narrow carmine edges. One of the strongest plants with the largest flowers. Very desirable..... 1.00
- 8.6 Mikado (Barr). This is a beautiful Japanese. Dark red or crimson, with its contrasting yellow center. Distinctive... 1.50

- Each
- 7.9 Mme. Duce! (Mechin 1880). Distinctive because of the incurving chrysanthemum-like petals. Broad and compact petals. A beautiful flower; bomb type. Color, light lilac-pink .....\$ .75
- 9.2 Mons. Jules Elie (Crousse 1888). This is said to be Crousse's masterpiece. Beautiful lilac-pink. Said to be the largest of all peonies. 8 to 9 inches in diameter. One of the leaders of the cut-flower varieties ..... 1.00
- 7.0 Major Loder (1908). Quite Japanese. Very striking on account of the flesh color petals with the yellow center. Fine ..... 1.00
- 7.2 Mons. Charles Leveque (Calot 1861). Large delicate rose white. An exquisite flower. The white, with rose shadings is beautiful. A cut-flower sort; dependable and strong. .75
- 9.1 Martha Bullock (Brand 1907). Mammoth deep rose pink blossoms, often 9 inches across. It is a prize winner and stands at the front. A flower of great beauty..... 25.00
- 8.7 Mignon (Lemoine 1908). Very large, late. Rose type flower. Very broad and beautifully imbricated petals of light rose passing to cream. A grand flower ..... 7.00
- 8.9 Mme. Emile Lemoine (Lemoine 1899). This is a grand white, tinged with flesh pink and small lilac dots. It is so strong and free blooming and with such wonderful buds, it has become a cut-flower variety ..... 2.00
- 8.7 Mary Brand (Brand 1907). Bright crimson and very striking. One of the best of the midseason dark reds. The flower for those who want strong color 7.50
- 9.0 Milton Hill (Richardson). "One of the finest varieties in existence." Pale lilac-rose. Color cannot be described. Strong and dependable variety..... 4.00
- 7.3 Midnight. One of the near-black peonies. Said to rival Mons. Martin Cahuzac. "Nothing like it in the whole peony family." Every collection should have one or two of the blacks..... 3.00
- 9.4 Mme. Jules Dessert (Dessert 1909). Pink center, shading off through blush to white. General effect, white. Rose type. Strong grower. Has many friends. 10.00
- 8.1 Mme. Calot (Miellez 1856). Here is another by Miellez that has held its own against the world for more than sixty years. Pink. It is said it never fails to bloom. Produces more flowers than any other and is the most fragrant of all peonies. A grand variety .50



- Each
- 7.9 Mme. De Verneville (Crousse 1885). Bomb type. Pure white, suffused with blush pink. Crimson dashes in center. Wonderful bloomer and charming variety .....\$ .75

8.9 Marie Crousse (Crousse 1892). This is one of the soft light lilac-salmon pink varieties that cannot be described. Strong grower with large bomb type flowers. Certainly desirable ..... 4.00

8.8 Mons. Martin Cahuzac (Dessert 1899). This is the darkest of all the peonies and called black. A large, strong, mid-season flower needed in every collection ..... 5.00

8.0 Pasteur (Crousse 1896). Here is a very fine soft pink, shading to darker at the base of petals, and creamy center. A lovely flower ..... 1.50

7.7 Philomele (Calot 1861). Anemone type. Guard petals, bright rose. Anemone center, amber yellow. Bright rose, central crown. Novel and distinctive. Well worth having..... .75

9.2 Phillippe Revoire (Reviere 1911). Rose type. Beautiful symmetrical flower. Very dark red. Rose odor. Extra .....\$20.00

8.8 Phoebe Carey (Brand 1907). Large, rose type. A distinctive shade of lavender-pink, with darker center. A lovely flower and very late. One of the very fine peonies. In great demand 10.00

8.2 Pierre Ducharte (Crousse 1895). Very large, rose type. Lilac-pink flowers crowded with petals. Very late bloomer, fragrant ..... 2.00

8.6 Primevere (Lemoine 1907). Large, compact bomb type. Guards creamy white, splashed scarlet. Center sulphur yellow. Very fragrant. The nearest of all to a yellow peony..... 5.00

6.8 Queen Victoria (Whitley 1808). This is a very old and reliable cut-flower variety. Nothing remarkable about it, except it is so reliable, so uniformly good. "One of the best everyday whites." ..... .35

9.0 Raoul Dessert (Dessert 1910). Extremely large bloom. Clear mauve. Shaded carmine-pink, stained silver-white. Of great beauty and very attractive..... 25.00

8.8 Richard Carvel (Brand 1913). An immense bomb type. Bright crimson. Profuse bloomer. One of the best of the few early reds. Very attractive... 5.00

8.7 Reine Hortense (Calot 1857). Here is another old one that has stood the test of sixty years. Very large, compact, hydrangea-pink, with tall, long, stiff stems ..... 2.50



- Each
- 9.0 Rosa Bonheur (Dessert 1905). An extra fine large, flat flower. Light rose, outside. Marked crimson. Flowering in clusters ..... 7.50

9.0 Sarah Bernhardt (Lemoine 1906). One of the Grand peonies. Strongest growing of all peonies. Flowers in clusters. Color, apple-blossom pink. It has no faults ..... 4.00

9.7 Solange (Lemoine 1907). Marvelous flower. "Most unique colored of all varieties". Wondrous beauty. Lilac white, shading darker toward center. Cannot be described. Strong, tall grower. Top-notch ..... 10.00

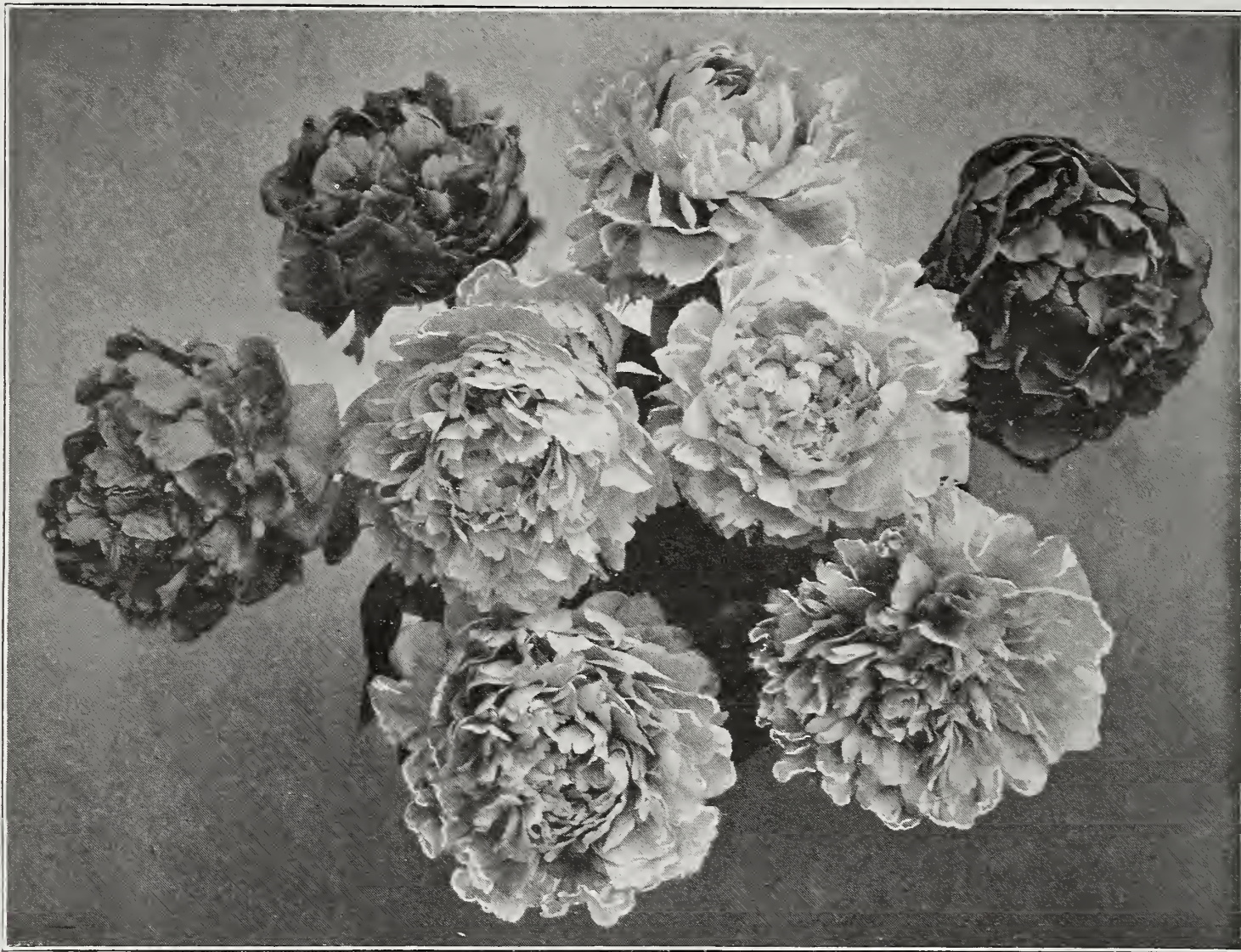
9.8 Therese (Dessert 1904). Enormous satiny pink petals. Its buds are the most wonderful of all. It attracts attention in every show. Acknowledged one of the three best peonies..... 6.00

9.4 Tourangelle (Dessert 1910). "In color it is the most sensational of all peonies". Pearly white. Delicate shades of rose. Strong, tall. Perfection. A wonder ..... 7.50

9.3 Walter Faxon (Richardson). Distinct bright rose color. Very prolific bloomer. One of the best pinks. Midseason. Scarce ..... 10.00

8.3 Venus (Kelway). Beautifully delicate shell pink. Coming in as a cut-flower variety. Reliable. One of the best of all for general planting. Very fragrant ..... 2.00





## Recapitulation

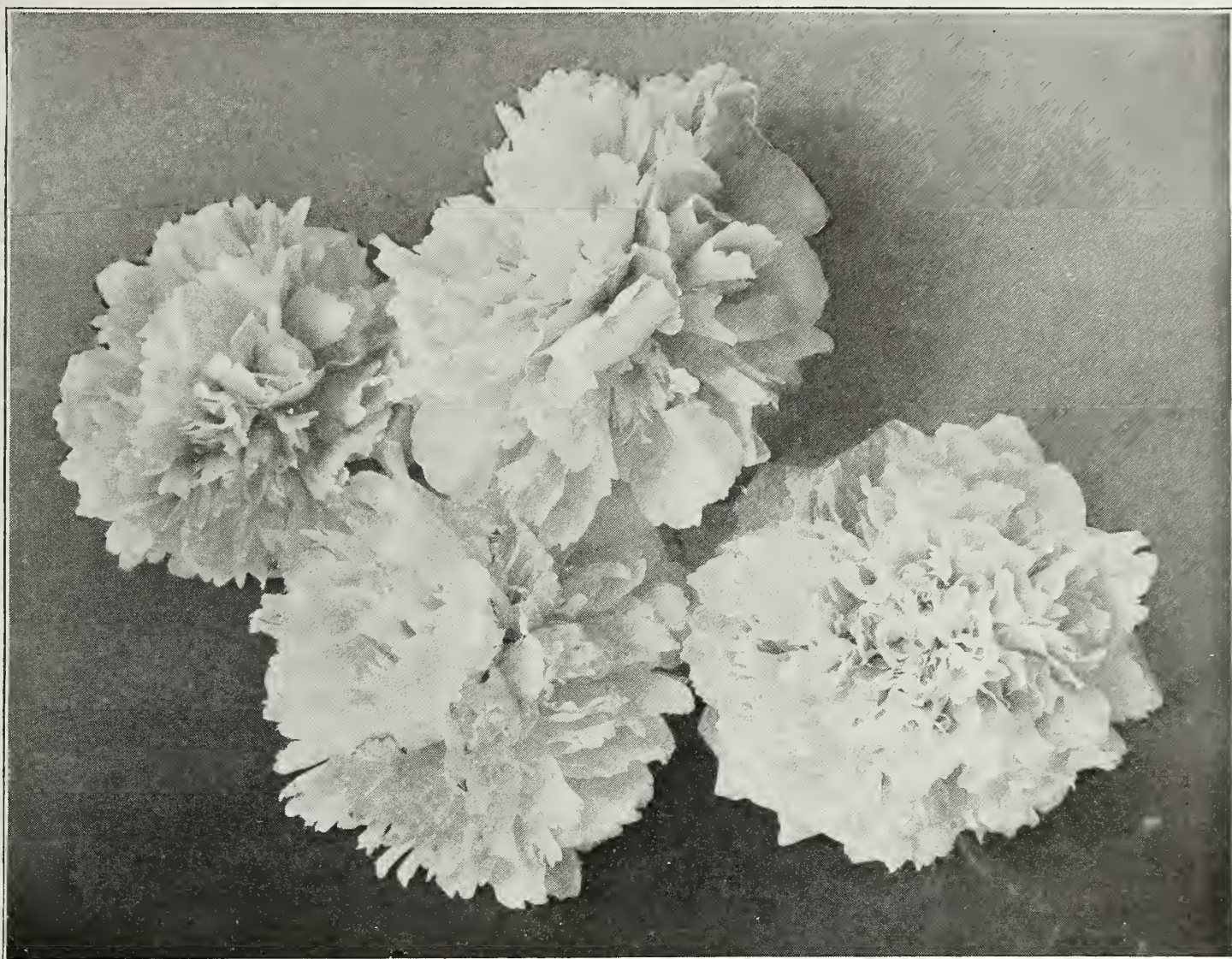
There are so many ways to utilize the beauty of the peony! One is to take an individual plant and pet it and coax it and stimulate it, all by itself, and see how you can make it excel any you ever saw before. Take several varieties and get them to emulate one another, and see the rivalry between them (to say nothing of your flower rivalry with your friends and neighbors), and see how this one excels in elegance and grace while the other excels in strength and beauty. Note also how your own wonder and interest and enthusiasm grow with the development of the peonies. In this kind of work, you will want the high class varieties.

It is in mass planting, however, that the real pleasure is attained. Mass planting and informal border planting of peonies is illustrated in this book. A city lot may be made bewitchingly beautiful by mass planting in corners and around sides. In such planting, same colors or at least harmonious colors must be used. Take light pinks

and grade them off through shell pinks to whites, or take solid masses of reds in corners and shade back to whites in the border. In landscape work and large estate work, solid masses of colors give wonderful vistas that stop the eye and the beholder as well. Borders of drives and walks, if well planted with peonies, make the most showy and the most satisfactory and permanent arrangement. Where the planting is limited or is a city lot, the item of perfume must not be overlooked. A proper planting of peonies loads the air with the odor of roses magnified.

Such an odorous planting can only be compared with large masses of wild crab apples in full bloom, but the peonies have the advantage of sustained odor and of color mass in addition. There is nothing in flowers so full of interest and that will so employ the artistic temperament and taste in color development as the blending of harmonious shades in peonies in masses.





Peonies should not be omitted from any arrangement of a mixed border, because of their early and so striking bloom. No matter what the color scheme of the border, there is a harmonious color that will blend. Mass planting may be done very economically and extremely well by using the cut-flower varieties of moderate price.

What is home to a woman without flowers? Our earliest recollections of childhood home is of the mother working in the early morning or in the spring and summer evenings among her "beds" of "bachelor buttons", "four-o'clocks", "dahlias" and even the old malodorous "piney". If the dear old mother could only have had her work-a-day life lightened and gladdened by some of our modern improved peonies, what a delight and comfort they would have been to her. And yet they are just as great a delight today—perhaps it's all in the gardener after all.

Mr. Sumner said: "To be successful a man needs three things—First, backbone; second, backbone; and third, backbone." I think much the same way about having a beautiful flower garden. You need:

First, good peonies, then better peonies and then the best peonies. Years ago, when I bought my first peonies I did so because I loved flowers. The next lot I bought because I loved peonies, and the next because nothing but peonies would fill the bill. Yes, it works that way. First you find out that peonies are beautiful—then you realize that they are the most beautiful and most satisfactory flowers in our climate, if not in the whole world. Then you find out you don't know anything about peonies until you have seen and obtained those exquisitely beautiful, rare and new varieties which are so difficult to see in bloom because they are so much in demand that they are so seldom allowed to grow, develop and blossom. And when one, by the favors of fortune, does see these rare blossoms and does obtain some of them for one's own home, it is a never ending pleasure to show our friends flowers more beautiful than any they have ever seen.

And, marvel of marvels, these things of such rare and delightful charm will thrive almost without care if they must. How much we owe to





nature when we are given such bewitchingly elegant grace and beauty combined with such hardiness against frost and such freedom from insects and disease.

It seems so contrary to all other experience, we can with difficulty believe it when we are told that at last the most surpassingly fair and lovely are found in combination with the easiest to raise.

*The illustrations in this booklet are only given to show types and shapes of peonies. It seems to me so nearly impossible to do justice in black and white to any variety and in each so much has to be left to the imagination that I do not print the names with any of them. It is my wish and hope that later on I may be able to do some of them justice in colors.*

*Please retain and keep this with your flower books. Next year's issue and succeeding issues will be each a chapter on peonies, and all should be kept together.*

*I have tried to tell you something of interest. You have read it. You are interested in peonies or you would not have asked for and read the book. If you are looking for profit, try out what I have said only in a small way at first. If you are a flower or peony fan pick only the best as listed herein. Only one thing I would urge, that you order early. There are so many reasons why you should. For one thing it will give me time and chance to pick them out for you. Read the description of varieties again carefully and pick out some that will be a pleasure and a comfort to you for many years. Order sheet is opposite.*

*Henry S. Cooper*



While we use the greatest care to have all plants furnished by us true to name, and will replace any that may prove untrue, no sale by us carries a warranty of quality, express or implied, and for any error we shall not be liable for more than the purchase price. Every purchase from us is made on these terms.

Write Your Order on This Sheet  
and It Will be Promptly Filled

ORDER SHEET

Be Particular to State Size  
and Price to Avoid Errors

HENRY S. COOPER

PEONY FAN

Dunmovin Peony Gardens,

-

Kenosha, Wis.

Ship to (Name) \_\_\_\_\_ Date \_\_\_\_\_ 192

Street or } \_\_\_\_\_ Ship by \_\_\_\_\_  
R. F. D. No. } \_\_\_\_\_ State whether by Freight, Express or Mail.

Town or } \_\_\_\_\_ Railroad Co. \_\_\_\_\_  
City } \_\_\_\_\_

County \_\_\_\_\_ State \_\_\_\_\_ Express Co. \_\_\_\_\_

Charge to \_\_\_\_\_ Address \_\_\_\_\_ Gardener's }  
Name }

Do not write in this column	Quantity	NAME OF PLANTS	PRICE EACH	Total Price	
		See Descriptive List pages 25-29			
		Adolphe Rousseau	\$1.50		
		Albatross	1.50		
		Albert Crousse	1.25		
		Alsace-Lorraine	5.00		
		Albiflora, The Bride	1.50		
		Asa Gray	2.00		
		Avalanche	1.00		
		Baroness Schroeder	1.50		
		Bayadere	10.00		
		Boule De Neige	.60		
		Claire Dubois	2.50		
		Couronne D'Or	.75		
		Delicatissima	.50		
		Delachei	.50		
		Duchesse De Nemours	.75		
		Edulis Superba	.50		
		Elwood Pleas	10 00		
		Enchantresse	7.50		
		Elizabeth Barrett Browning	25.00		
		Eugenie Verdier	1.00		
		Felix Crousse	.75		
		Festiva Maxima	.50		
		Flashlight	2.00		
		Francis Willard	10.00		
		Grandiflora (Rich)	1.00		
		James Kelway	2.00		
		Jubilee	20.00		
		Karl Rosenfield	3.00		
		Kelway's Glorious	40.00		
		La Rosiere	.75		
		La Fee	12.00		



Do not write in this column	Quantity	NAME OF PLANTS See Descriptive List pages 25-29	PRICE EACH	Total Price	
		La Lorraine	10.00		
		Lady Alexandra Duff	15.00		
		La France	10.00		
		La Perle	1.50		
		Le Cygne	20.00		
		Livingstone	1.50		
		Longfellow	10.00		
		Lora Dexheimer	5.00		
		Loveliness	15.00		
		Marie Lemoine	1.00		
		Mme. Ducel	.75		
		Major Loder	1.00		
		Mikado	1.50		
		Mons. Jules Elie	1.00		
		Mons. Charles LeVecque	.75		
		Martha Bullock	25.00		
		Mary Brand	7.50		
		Mignon	7.00		
		Milton Hill	4.00		
		Midnight	3.00		
		Mme. Emile Lemoine	2.00		
		Mme. Jules Dessert	10.00		
		Mme. Calot	.50		
		Mme. De Verneville	.75		
		Marie Crousse	4.00		
		Mons. Martin Cahuzac	5.00		
		Pasteur	1.50		
		Philomele	.75		
		Phillippe Bevoire	20.00		
		Phoebe Carey	10.00		
		Pierre Ducharte	2.00		
		Primevere	5.00		
		Queen Victoria	.35		
		Raoule Dessert	25.00		
		Richard Carvel	5.00		
		Rosa Bonheur	7.50		
		Reine Hortense	2.50		
		Sarah Bernhardt	4.00		
		Solange	10.00		
		Therese	6.00		
		Tourangelle	7.50		
		Walter Faxon	10.00		
		Venus	2.00		
		Collection No. 6	3.60		
		Collection No. 8	4.50		
		Collection No. 10	9.00		
		Collection No. 12	2.60		
		Collection No. 14	5.50		
		Collection No. 16	10.25		

Total amount of money enclosed:





## Please Read Before Ordering

**PRICES** quoted herein cancel all previous quotations either by letter or in printed lists. Price per hundred, or for larger quantities, quoted on application.

**TERMS:** Cash with order. Remittance can be made by post-office order or express order, or by bank draft.

**ORDERS** should be sent as early as possible, as stock of rarest varieties is limited. They will be accepted subject to stock being unsold when they are received. If stock is exhausted, we will substitute another variety of equal value and of close resemblance or we will return the remittance, as customer may direct. No order will be accepted for less than two dollars (\$2.00).

**C. O. D. ORDERS** will not be accepted unless accompanied by at least one-half of the amount in cash.

**SHIPMENTS** will be made by express unless we are otherwise instructed. Add 10 per cent for stamps if by parcel post.

**COMPLAINTS**, if made immediately on receipt of goods, will be investigated at once and, if due to our negligence or carelessness, will be promptly rectified.

**YOUR BANKER** will tell you that your money is as safe with me as in the bank.

Order early as possible upon receipt of this book as orders are filled strictly in order of receipt.

JUN 6 1927





*Tips and Pointers  
For Beginners  
with Peonies*

HENRY S. COOPER

*Peony Fan*

KENOSHA, WISCONSIN